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1996

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6-17-1996

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Recommended Citation

University Marketing and Communications, "06/17/1996 - Participate in Negotiations Workshop" (1996). 1996. 170.
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96-165

June 17, 1996

FOR IMMEDIATE RELEASE:

PARTICIPATE IN NEGOTIATIONS WORKSHOP

CHARLESTON -- Twenty-six Eastern Illinois University faculty, staff and administrators participated in an interest-based negotiations workshop June 10-11 in the Martin Luther King Jr. University Union.

The workshop, part of a series sponsored by Eastern President David Jorns, is designed to make daily negotiations on campus more open, efficient, consultative and respectful.

Jeanne Simpson, assistant vice president of academic affairs, and Bill Weber, professor of economics, facilitated the workshop employing simulation exercises to anchor the concepts they presented.

Some of the activities included one-on-one negotiations, group negotiations and role playing.

Participants learned the concepts of interest-based negotiations and left with a sense of empowerment and collegiality.

"This is a way to prioritize interests and work toward desirable outcomes. The

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method increases respect and understanding among the participants," said Julie Sterling of the Academic Assistance Center.

Paul Michaud, director of human resources, added that there was "strong mingling of faculty, staff and administration toward the common goal of improving EIU."